

Message Text

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43

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 021326Z JUN 75 ZDK
FM AMEMBASSY BUCHAREST
TO USDOC
INFO SECSTATE WASHDC 2931

LIMITED OFFICIAL USE BUCHAREST 2393

E.O. 11652: N/A

TAGS: BPRO, RO

SUBJ: UNION CARBIDE BID ON ROMANIAN POLYETHYLENE PLANT

REF: DOWNEY/FLORESCU LETTER OF MAY 6, 1975

1. DURING DISCUSSION WITH EMBOFF RE PHOTSENSITIVE PAPER (BUCHAREST 2367) PATRUBANI OF ROMCHIM APPEALED TO EMBASSY TO INTERCEDE WITH UNION CARBIDE (UC) CONCERNING FIRM'S BID ON ROMANIAN POLYETHYLENE PLANT.

APPEAL CENTERED ON TWO POINTS: (1) GOR SELLING RIGHTS ABORAD AND (2) INCREASE IN TOTAL PROJECT COST.

2. UC'S OFFER TO ROMANIA OF RIGHT TO SELL 15,000 TONS OF POLYETHYLENE ANNUALLY IN DESIGNATED COUNTRIES TERMED INADEQUATE BY PATRUBANI. GOR WOULD LIKE TO SELL AT LEAST 30,000 TONS, EITHER THROUGH RELAXATION OF QUANTITATIVE AND GEOGRAPHIC RESTRICTIONS OR BY UC'S AGREEMENT TO MARKET THIS QUANTITY ITSELF, ARRANGEMENT PATRUBANI STATED UC HAS WITH U.S.S.R.

3. ROMCHIM ALSO TROUBLED BY STIFF INCREASE IN UC'S CONTRACT PRICE TO \$8.75 MILLION FOLLOWING MARCH 31 EXPIRATION OF VALIDITY OF ORIGINAL PROPOSAL. WHEN ASKED, HOWEVER, WHICH OF TWO ISSUES GOR REGARDED AS MOST SIGNIFICANT, PATRUBANI UNHESITATINGLY POINTED TO SELLING RIGHTS LIMITATION AS CHIEF STUMBLING BLOCK TO AGREEMENT.

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4. EMBASSY HAS PASSED ABOVE TO HIGGINS OF UC EUROPE, WHO REACTED

NEGATIVELY TO PATRUBANI'S REQUEST FOR 30,000 TONS OF FOREIGN SALES.
HIGGINS ASSERTED THAT UC'S COUNTERPURCHASE OFFER IS SIFFICIENTLY
ATTRACTIVE TO OFFSET 15,000 TON CEILING.

5. USDOC MAY WISH TO PASS THIS INFORMATION TO UC OFFICIALS WITH WHOM
IT IS IN COMMUNICATION. WE WOULD BE PLEASED TO LEARN OF ANY UC
REACTION.
BARNES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 02 JUN 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: KelleyW0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BUCHAR02393
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750193-0774
From: BUCHAREST
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750687/aaaadbwm.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 DOWNEY/FLORESCU LETTER OF MAY 6, 75 1975
Review Action: RELEASED, APPROVED
Review Authority: KelleyW0
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2003 by BoyleJA>; APPROVED <21 OCT 2003 by KelleyW0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: UNION CARBIDE BID ON ROMANIAN POLYETHYLENE PLANT
TAGS: BPRO, RO
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006